

Local Market Update – March 2023

A Research Tool Provided by Iowa Association of REALTORS®



North Iowa Regional Board of REALTORS®

Includes Cerro Gordo (Except Greater Mason City Area), Hancock, Kossuth, Winnebago and Worth Counties

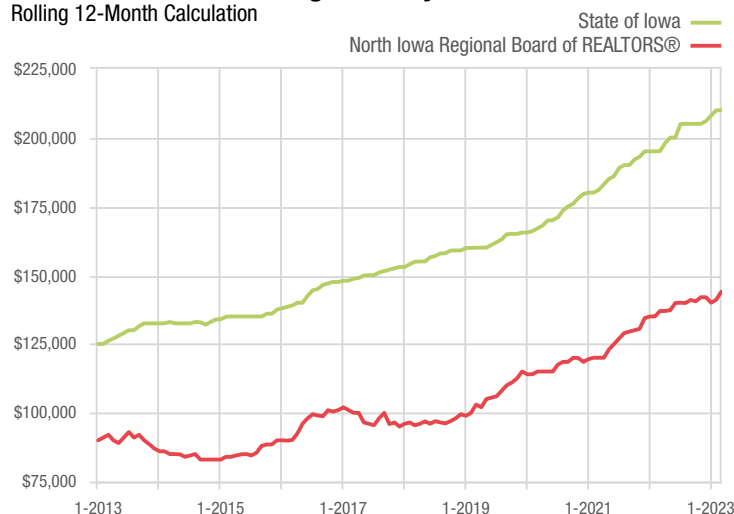
Single-Family Detached	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	116	97	- 16.4%	286	231	- 19.2%
Pending Sales	124	42	- 66.1%	280	200	- 28.6%
Closed Sales	99	98	- 1.0%	225	217	- 3.6%
Days on Market Until Sale	89	80	- 10.1%	83	67	- 19.3%
Median Sales Price*	\$130,000	\$151,847	+ 16.8%	\$130,000	\$140,000	+ 7.7%
Average Sales Price*	\$175,086	\$200,337	+ 14.4%	\$157,623	\$186,988	+ 18.6%
Percent of List Price Received*	94.7%	96.6%	+ 2.0%	94.8%	95.6%	+ 0.8%
Inventory of Homes for Sale	186	232	+ 24.7%	—	—	—
Months Supply of Inventory	1.5	2.3	+ 53.3%	—	—	—

Townhouse-Condo	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	3	2	- 33.3%	5	3	- 40.0%
Pending Sales	5	1	- 80.0%	11	3	- 72.7%
Closed Sales	4	1	- 75.0%	9	6	- 33.3%
Days on Market Until Sale	101	114	+ 12.9%	102	87	- 14.7%
Median Sales Price*	\$169,250	\$150,000	- 11.4%	\$165,000	\$202,500	+ 22.7%
Average Sales Price*	\$191,125	\$150,000	- 21.5%	\$208,389	\$281,333	+ 35.0%
Percent of List Price Received*	98.0%	94.0%	- 4.1%	98.2%	96.7%	- 1.5%
Inventory of Homes for Sale	9	5	- 44.4%	—	—	—
Months Supply of Inventory	1.6	1.7	+ 6.3%	—	—	—

* Does not account for seller concessions; % Change may be extreme due to small sample size.

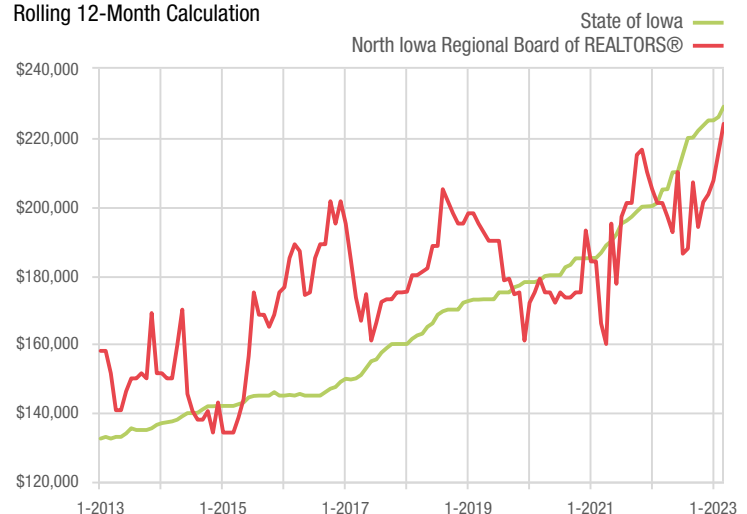
Median Sales Price - Single-Family Detached

Rolling 12-Month Calculation



Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.